

UPDATE AS INDICATED FOR EACH PROMOTION					PROMOTION #	800432
ROU/MGR	CHAIN NAME	CID	VAP SUPPLIER	#SKUS	MACROS	
KJ	SADO GAS	1260-00-00	DERIGO	3 OR 4		
KJ	LAKE COUNTY	1887-00-00	TRIPI	1	MODELS1	✓
RT	JOLLEY	2681-00-00	DOWLING	1	MODELS1	✓
DK	KINNEY DRUGS	1874-00-00	KINNEY	CH W/D KEENEY	0	✓
1210	PAKAM	SUB-SUB JOBBER	KLEIN CANDY	CHECK W/1210		
AZ	J-MART	2803-00-00	McLANE NE	1	MODELS1	✓
AZ	SUGAR CREEK / CAN'T TAKE TEAR TAPE PROMOS	1227-00-00	McLANE NE	1	MODELS1	✓
1244/JM	COUNTRY CONV	2946-00-00	TRIPIFOODS	1	MODELS1	✓
1244/JM	WALLACE OIL	2358-00-00	MOUNTAIN CANDY	1 TO EACH ACCT ON VAP		✓
1310/JR	A-PLUS/SUNOCO	0362-02-XX	McLANE NE	1	MODELS1	✓
1310	HESS	0353-02-03	McLANE NE	1	MODELS1	✓
1310	HESS	0353-03-03	McLANE NE	2		✓
1310/JR	A-PLUS/SUNOCO	0362-03-XX	McLANE NE	1	MODELS1	✓
2640/ JR	7-11 SOUTHLAND	0001-XX-XX	McLANE NE	TBD	0	
1310	COASTAL MART	1906-XX-XX	McLANE NE	2		✓
JMc	WAM	PER WK PLAN	MOUNTAIN CANDY	PER WK PLAN		✓
RMD	YELLOW GOOSE	3548-00-00	TRIPIFOODS	1	MODELS1	✓
RMD	WILSON FARMS	4027-05-00	TOPS	CHECK W/RMD	0	✓
(All B1G1Fs AND TEAR TAPE PROMOS GO TO TOPS; ALL OTHERS GET SHIPPED VIA DERIGO, W/SEPARATE PO #)						
RMD	KWIK-FILL	565-00-00	TRIPI	MINIMUM OF 1 PER STORE (CHECK W/RMD)		
DK	STEWARTS	0548-00-00	STEWARTS	CHECK W/ D.KEENEY	0	✓
**McLANE NE E-Mail Distribution List: 1110 / 1210 / 1310 / 1645 / 1710 (J.Piscitelli, J. Rago)						
SHIP ALL DISPLAYS TO McLANE UNTIL FURTHER NOTICE						
FINKLE: SHIP WUSTEFELD AND MOHAWK DISPLAYS TO FINKLE IF NOT ENOUGH TO PARTICIPATE IN PROMO OTHERWISE						
*** IF VAP W/0' ARE ADDED TO PROMOTION - ALL 'CIG' AND 'RSV' VAPS MUST BE REMOVED						
** REMOVE ALL 'NON-VAP' INDEPENDENTS FROM EACH PROMOTION						
1710 CHAINS TO BE UPDATED: ON MACRO '1710MOD' <i>Uni Mart CR friendly</i>						
INDEPENDENTS TO BE ADDED TO ALL PROMOTIONS:						
S/REP	SIS#	NAME	VAP SUPPLIER	#SKUS		
162301	760781	BLOUINS BEV	CAPITAL CANDY	1		
162603	397332	CY'S PHARMACY	EP KIRST	2		

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R. J. REYNOLDS TOBACCO COMPANY
BUSINESS PLANNING AND EXECUTIONPROMOTION : 800432 DORAL CONV/GAS-B1G1F - JUNE 19 PROMOTION SUMMARY REPORT
DRIVE PERIOD: 80600PAGE: 1
DATE: 98-04-02
TIME: 08:26 AM

NO OF ACCOUNTS	SKUS	TOTAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
16XXXX 16 BUFFALO REGION				576 86,400
VAP				
CHAIN	1,775	2,171	43,420	
INDEPENDENTS	1,504	2,456	49,120	
VAP TOTAL	3,279	4,627	92,540	
NON-VAP				
CHAIN	113	138	2,760	
INDEPENDENTS	202	275	5,500	
NON-VAP TOTAL	315	413	8,260	
TOTAL CHAINS	1,888	2,309	46,180	
TOTAL INDEPENDENTS	1,706	2,731	54,620	TOT COMMITTED: 100,800
TOTAL ACCOUNTS	3,594	5,040	100,800	TOT REMAINING: 14,400-

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